

Message Text

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ACTION NEA-10

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FM AMEMBASSY KUWAIT

TO SECSTATE WASHDC 4011

INFO USDOC WASHDC

AMEMBASSY TEHRAN

AMEMBASSY JIDDA

UNCLAS KUWAIT 4591

E.O. 11652: N/A

TAGS: BEXP KU

SUBJECT: KUWAIT SEEKS CONSULTANT FOR POULTRY PROJECT

1. NEW POULTRY PLANT FOR KUWAIT HAS BEEN UNDER CONSIDERATION HERE FOR MORE THAN ONE YEAR. KUWAIT UNITED POULTRY CO. WAS WORKING WITH PLAN DEVELOPED BY BRITISH CONSULTANT. INDUSTRIAL BANK OF KUWAIT WHICH WILL FUND PROJECT NOT RPT NOT SATISFIED WITH BRITISH PLAN AND HAS ASKED KUPC TO BEGIN ALL OVER AGAIN.

2. IBK OFFICER WHO HAS STUDIED PROJECT CALLED EMBASSY WITH REQUEST TO OBTAIN NAMES OF CONSULTANTS IN POULTRY RAISING ASAP. IBK WISHES NEW CONSULTANT TO DEVELOP COMPLETE NEW PLAN INCLUDING MACHINERY, OPERATION, MANAGEMENT AND MARKETING. BANK DOES NOT RPT NOT WANT CONSULTANT WITH TIES TO COMMERCIAL INTERESTS. EMBOFF SUGGESTED CONTACTING MAJOR AGRICULTURAL SCHOOLS BUT BANK OFFICER STRESSED IMPORTANCE OF MARKETING AND FINANCIAL ASPECTS IN PROPOSAL AND FELT UNIVERSITY PROFESSOR WOULD NOT BE STRONG IN THESE AREAS. HE ALSO INDICATED USUAL KUWAITI PREFERENCE FOR "NAME" COMPANY WITH SOLID CREDENTIALS AND EXPERIENCE.

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3. REQUEST STATE CONTACT USDA FOREIGN AGRICULTURAL

SERVICE AND POULTRY RAISING ASSOCIATIONS FOR ADVICE ON POSSIBLE CONSULTANTS. ALTHOUGH IBK HAS ASKED FOR CONSULTING "FIRM" ONE OR TWO INDIVIDUALS WITH LONG EXPERIENCE IN POULTRY BUSINESS COULD ALSO QUALIFY.

4. ALSO REQUEST STATE INFORM PAUL FUGATE, DIRECTOR OF MISSISSIPPI MARKETING COUNCIL, JACKSON, MISS. FUGATE VISITED KUWAIT TWICE WITH GOV. WILLIAM WALLER AND OFFERED SERVICES OF CONSULTANT TO KUPC THROUGH MINISTER OF COMMERCE AND INDUSTRY. IF MISSISSIPPI HAS SOMEONE TO MEET QUALIFICATIONS, NOW IS TIME TO NOMINATE SUCH PERSON.

5. POST WOULD APPRECIATE RECEIVING AS MANY NAMES AND ADDRESSES AS POSSIBLE ALONG WITH OTHER RELEVANT INFORMATION. IBK INTENDS TO CONTACT NOMINEES DIRECTLY TO ASK FOR QUALIFICATIONS.
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